

EXHIBIT E

Employee Average Wage Rates and Bill Rates

PRICING	Safety Ambassador	Cleaning Ambassadors	Power Washer	Power Washing - Supervisor	Team Leader	Outreach Ambassador	Operations Manager
Pay Rate	\$ 13.23	\$ 13.23	\$ 14.72	\$ 17.26	\$ 14.72	\$ 16.00	\$ 28.78
FICA	\$ 1.01	\$ 1.01	\$ 1.13	\$ 1.32	\$ 1.13	\$ 1.22	\$ 2.28
WC	\$ 0.88	\$ 0.88	\$ 0.97	\$ 1.14	\$ 0.97	\$ 1.06	\$ 1.97
Liability	\$ 0.34	\$ 0.34	\$ 0.38	\$ 0.44	\$ 0.38	\$ 0.41	\$ 0.76
Unemployment	\$ 0.93	\$ 0.93	\$ 1.03	\$ 1.21	\$ 1.03	\$ 1.12	\$ 2.08
Subtotal	\$ 16.38	\$ 16.38	\$ 18.22	\$ 21.36	\$ 18.22	\$ 19.81	\$ 36.88
Weekly Hours	160.00	168.00	40.00	40.00	56.00	40.00	40.00
Annual Hours	8,320.00	8,736.00	2,080.00	2,080.00	2,912.00	2,080.00	2,080.00
Annual Billing	\$ 136,295.13	\$ 142,107.79	\$ 37,897.84	\$ 44,426.62	\$ 53,056.97	\$ 41,207.30	\$ 76,701.98
Overhead	\$ 3.14	\$ 3.14	\$ 3.14	\$ 3.14	\$ 3.14	\$ 3.14	\$ 3.14
Benefits	\$ 1.66	\$ 1.66	\$ 1.66	\$ 1.66	\$ 1.66	\$ 1.66	\$ 1.66
Profit	\$ 1.44	\$ 1.44	\$ 1.44	\$ 1.44	\$ 1.44	\$ 1.44	\$ 1.44
Bill Rate	\$ 22.61	\$ 22.61	\$ 24.45	\$ 27.39	\$ 24.45	\$ 26.04	\$ 43.11
Weekly Hours	160.00	168.00	40.00	40.00	56.00	40.00	40.00
Annual Hours	8,320.00	8,736.00	2,080.00	2,080.00	2,912.00	2,080.00	2,080.00
Annual Billing	\$ 188,151.05	\$ 197,558.60	\$ 50,862.31	\$ 57,391.09	\$ 71,207.24	\$ 54,171.77	\$ 89,666.46
ANNUAL BILLING							\$ 709,008.52

WVIA 2017 BUDGET SUMMARY		
Category	\$	%
Labor	\$ 532,691.61	75.1%
Benefits	\$ 46,853.48	6.6%
Labor Related (background checks, recruiting, awards, etc.)	\$ 3,940.02	0.8%
Uniforms	\$ 8,698.56	1.2%
Cell Phones	\$ 2,986.00	0.4%
Equipment (Truck, ATVs, other 'capital' equipment)	\$ 6,669.87	0.9%
Equipment Related (fuel, maintenance, insurance, parking)	\$ 31,036.00	4.4%
Utilities	\$ 1,200.00	0.2%
Janitorial Supplies	\$ 14,490.00	2.0%
Dumpster / Trash	\$ 15,480.00	2.2%
Office Supplies & Printing	\$ 1,200.00	0.2%
Miscellaneous	\$ 1,000.00	0.1%
Administrative Support (mgmt, travel, postage, etc.)	\$ -	0.0%
Profit (6.1% of total)	\$ 40,762.98	5.7%
TOTAL	\$ 709,008.52	100.0%